

Message Text

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FM SECSTATE WASHDC

TO USINT BAGHDAD

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E.O. 11652: N/A

TAGS: BENC, IZ

SUBJECT: DISSEMINATION OF PROJECT OPPORTUNITIES

REF: A) BAGHDAD 1155; B) BAGHDAD 1128

1. USDOC HAS NOTICED RECENT INCREASED USE OF DIRECT TELEX COMMUNICATION TO U.S. COMPANIES ON COMMERCIAL OPPORTUNITIES. WHILE RECOGNIZING USINT'S COMMUNICATIONS PROBLEMS, SENDING TELEX ON MAJOR PROJECTS DIRECTLY TO COMPANIES RATHER THAN TO USDOC/CAGNE/BUSINESS FACILITATION STAFF FOR DISSEMINATION TO U.S. COMPANIES IS NOT RECOMMENDED FOR SEVERAL REASONS.

2. IN SENDING INFORMATION ON VERY LARGE PROJECTS TO ONLY TWO COMPANIES WHEN THERE ARE SEVERAL CAPABLE OF UNDERTAKING THE PROJECT, USINT RUNS RISK OF APPEARING TO GIVE CERTAIN U.S. COMPANIES PREFERRED TREATMENT. AS AN EXAMPLE,

REF A HAS BEEN DRAWN TO THE ATTENTION OF TWENTY-TWO COMPANIES. SEVERAL ARE DEFINITELY SENDING PREQUALIFICATION
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MATERIAL. USINT CAN EXPECT TELEX FROM WINZLER AND KELLY

REQUESTING COMMENTS ON USE OF YUGOSLAV CONTACTS MADE DURING BIRKHOFFER'S LAST TRIP TO BAGHDAD. HANS NEUMANN, PRESIDENT, PERKINS AND WILL INTERNATIONAL, IS MAKING QUICK TRIP

THROUGH AREA IN COUPLE OF WEEKS AND WILL CALL ON KILLOUGH IN BAGHDAD SEPTEMBER 3. CRS DESIGN ASSOCIATES, DAY AND ZIMMERMANN, GIBBS AND HILL, SKIDMORE OWINGS AND MERRILL, AND REID AND TARICS ARE AMONG OTHER COMPANIES RESPONDING. REF B IS BEING PASSED TO FIVE TO TEN COMPANIES BY USDOC/ OVERSEAS PRODUCTS AND INVESTMENT OPPORTUNITIES STAFF.

3. ANOTHER REASON FOR AVOIDING DIRECT COMMUNICATION WITH COMPANIES IS THAT USDOC CAN REACH INTERESTED PARTIES FASTER WHEN TELEX IS SENT PRIORITY. GIFFELS AND PERKINS AND WILL INTERNATIONAL WERE CONTACTED REGARDING REF B BEFORE THEY HAD RECEIVED USINT TELEX. ROUTING COMMUNICATION THROUGH USDOC ALSO SAVES POST COST OF THE ADDITIONAL TELEXS.

4. IN FUTURE, WOULD APPRECIATE USINT'S USE OF ESTABLISHED AND EFFICIENT CHANNELS FOR DISSEMINATING PROJECT OPPORTUNITIES.

5. USINT'S ZEAL IN ASSISTING U.S. BUSINESSMEN MERITS HIGH PRAISE. WE RECOGNIZE THAT INITIATIVE TAKEN TO TELEX DIRECTLY TO FIRMS ON SUBJECT MATTER WAS INTENDED TO PROVIDE HELPFUL INFORMATION AS RAPIDLY AS POSSIBLE. KISSINGER

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